

Great Networking Questions

1. Please describe your firm/company....what is your business deliverable?
2. What kinds of businesses do you sell to? Target market?
3. Who would be a prospective customer?
4. What indicates that a company is a prospect for your services?
5. What questions could I ask to qualify a need for your services?
6. Who are your major competitors?
7. How do you differentiate yourself from the competition?
8. How can I help you?
9. What are your responsibilities / goals / issues and/or challenges?
10. What are you working on now? Please elaborate.
11. What is the implication (positive impact) of completing your work?
12. What are the barriers to completing your work?
13. What challenges are you experiencing?
14. Are you involved in any special company activities?
15. Do you support any specific charities?